



DIANA VINGER  
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# Buyer Home Search



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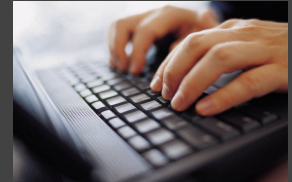


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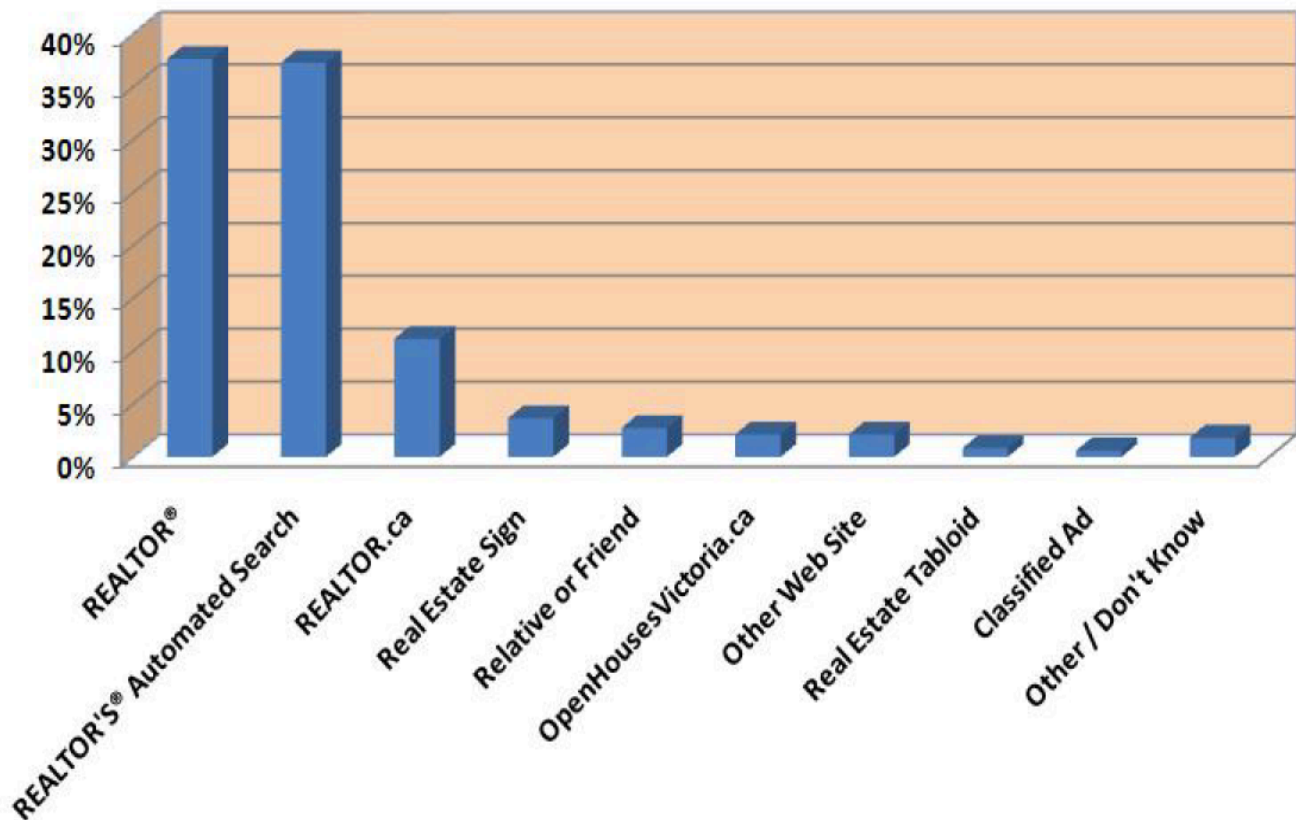
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# How Buyers Locate Property



## How Buyers Locate Property

Victoria Real Estate Board Member Market Poll - 2010



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# Buyers Use Internet



74% of Buyers use Internet in Home Search

## Information sources used in home search:

- Internet: 74%
- Real estate agent: 69%
- Yard sign: 22%
- Open house: 12%
- Newspaper ad: 9%
- Home book or magazine: 6%

Source: [2010 National Association of REALTORS®](#)

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## The Home Search



- When do you want to move?
- Why are you moving?
- How much do you want to spend?
- Where do you want to live?
- What do you need and want most?
- Who do you want to work with?

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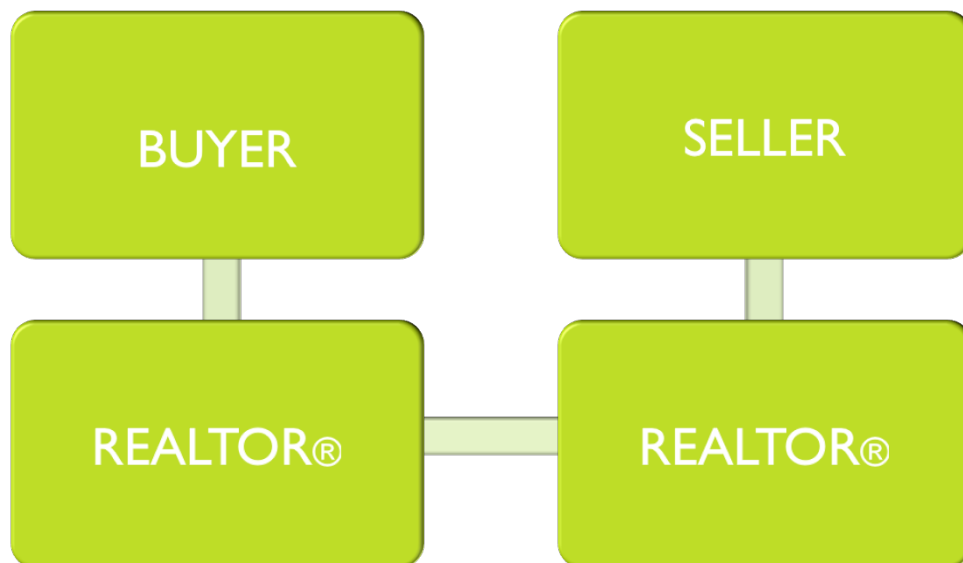
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# Professional Network



## Connecting People & Property



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## Professional Service



- Your Buyer Agent Represents Your Interests: Undivided Loyalty, Obey Instructions, Maintain Confidences, Exercises Care, Skill and Accountability
- You are provided guidance in determining your needs, wants and opportunities

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## Professional Service



- You are provided detailed information on ALL homes listed on MLS® for ALL Brokerages, not just our own listings
- You are provided timely information on all homes delivered instantly the minute the home is listed on MLS®

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## Professional Service



- You are provided detailed property information including map links, Google street view, tax information and much more
- You are provided a convenient, efficient opportunity to physically view all properties that meet your needs, both MLS® and private sales, to find the best property for you

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## Professional Service



- You are provided sales information for both MLS® as well as information on MLS properties that did not sell
- You are provided the information you need to adequately determine fair market value and effectively negotiate the purchase price

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## Professional Service



- You are provided guidance in property research and due diligence
- You have a team of experts guiding you through the entire process

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## Determining Price



- Market Education
- Market Conditions
- Supply and Demand
- Competition and Opportunities
- Motivation and Condition of Home
- Recent Sales and Expired listings

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# Market Conditions



## The Market Changes

updates at [www.HomeVictoria.com](http://www.HomeVictoria.com)

- Daily
- Weekly
- Monthly
- Annual

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# Weekly Market Updates



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## Month-to-Date Market Statistics

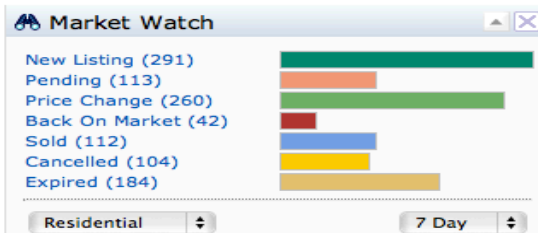
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Monday, August 8, 2011 8:00am:

	MTD 2011	August 2010
<b>Net Unconditional Sales:</b>	116	425
<b>New Listings:</b>	296	956
<b>Active Listings:</b>	4,783	4,356

### Please Note

- Left Column: stats so far this month
- Right Column: stats for the **entire month** from last year



Have a great week!

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## Pemberton Holmes



- Established in 1887, Pemberton Holmes is the first and largest Real Estate team on Vancouver Island with 250+ Agents, 7 offices and growing!
- Family owned and operated
- “Clients First and Foremost”

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DIANA WINGER  
HBBA, REALTOR®

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## Diana Winger, HBBA, REALTOR®



- 5+ years experience selling homes
- MLS® Bronze Medalist (top 30% of Victoria Real Estate Board 2009)
- Graduate, Wilfrid Laurier University, Honours Bachelor of Business Administration
- Background in Information Systems, Business Systems Analysis, Financial Analysis, Auditing

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## Testimonials



- “thrilled with the service”
- “ability to listen”
- “passion for the business”
- “warm and personable”
- “professional”
- “honest market opinions”

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